

Attachment H - Cost Proposal

Solicitation Number: SPB-RFP-2025-0563L

Data Communications

Offeror Name: **Palo Alto Networks, Inc.**

Data Comm Hardware Sector	Offeror's Minimum Discount	Sales: Direct or Through Supplier Partner
Networking Routers	NA	NA
Networking Switches	NA	NA
Networking Storage	NA	NA
Optical Networking	NA	NA
Security Hardware	10%	Through Supplier Partner

Data Comm Software Sector	Offeror's Minimum Discount	Sales: Direct or Through Supplier Partner
Networking Software Solutions	NA	NA
Security Solutions	10%	Through Supplier Partner
Unified Communications	NA	NA
Facilities Management, Monitoring and Control	NA	NA

Service Type	Maximum Hourly Rate
Integrator	\$609.00
Architect	\$609.00
Engineer	\$609.00
Installer	\$609.00
Training	\$609.00
Other- Unit 42	\$390.00
Other- Professional Services	0%
Other- Lab	0%

* not offered in an hourly rate

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